

# Danfoss - Aftermarket Workflow and Process Creation and Implementation



Team:504

# Team Introductions



David Bishop  
*System Engineer*



Alex Wilson  
*Design Engineer*



Kyle Youmans  
*Design Engineer*



Julian Villamil  
*System Engineer*

David Bishop

# Sponsor and Advisor



Engineering Mentor  
Shayne McConomy, Ph.D.  
*Professor*



Project Advisor  
Yousuf Ali, Ph.D.  
*Professor*



Engineering Mentor  
Stephen Seymore  
*Operations Engineer Director*

David Bishop



# Project Objective



*“The objective of this project is to design an integrated system that generates a bill of materials for a given aftermarket compressor using records provided by Danfoss's investigation team”*

David Bishop



# Project Background

David Bishop

# What's the Process?

Where we come in



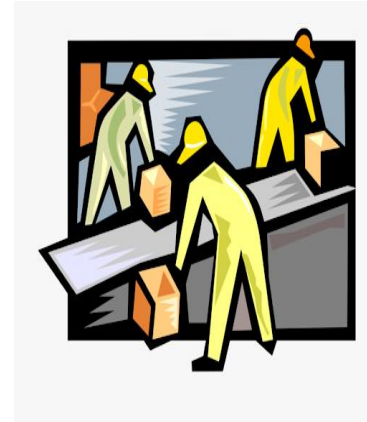
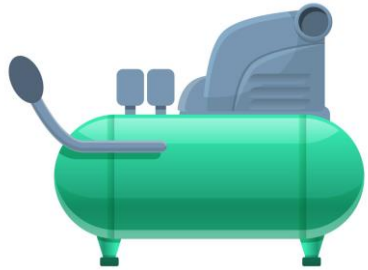
Receive Compressor

Inspection

Planning

Production

Pack & Ship



David Bishop

# What's the Process?



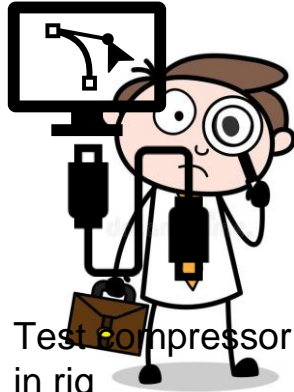
Receive Compressor

Inspection

Planning

Production

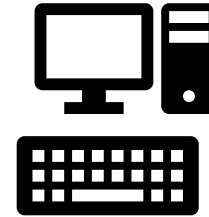
Pack & Ship



- Test compressor in rig
- Receive pass or fail feedback



- Disassemble
- Inspect each part for flaws and obsolescence



- Log report into Cool Inspector
- Model, part and serial numbers



- Export excel file to planning

David Bishop

# What's the Process?



Receive Compressor

Inspection

Planning

Production

Pack & Ship



- Planne excel fil
- Determ failed



- Find appropriate replacement part
- Produce bill of materials



- Send B.O.M. to production

David Bishop



# Problems

*Danfoss*

Duplicate items and wrong orders



**Over Production and Excess Inventory**



**Defects**

Returning failed and obsolete parts to production

Trying to interpret inspection report



**Over-Process**



**Wasted Motion**



**Wasted Talent**

Using skilled technicians for a simple task

Inspection to planning and vice versa

David Bishop

# Solution



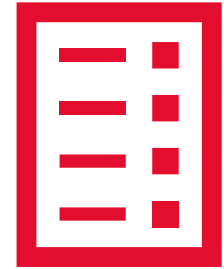
Investigation Report  
File .xlsx



Obsolescence File  
.xlsx



MATLAB Script



Bill of Materials

David Bishop



# Input Files

Kyle Youmans

# Investigation Failure Report



- Exported from SAP software Cool Inspector
- Contains 287 columns of investigations information
- Part replacement decisions made using this file
- Contains multiple compressor cases sorted by serial number

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W	
1	Manufi	Compr	Platfor	Applic	Claim Number	Model No	Serial No	Customer Na	Inspect	IC/IQC	Compr	IC Rep	Manufi	Record	0-6 Mo	Case C	Produc	Custon	Custon	Reason	Reason	Status	Registe
2	DTC Tall	TT/TG		0	8550074469	TT350-G6-1-HL-E-0-NC	140295010	Multistack LLC	DTC FIC	11/4/2020	11/4/2020	11/4/2020	1/29/2014	No	No	Field Retu	0 USA			0 TS350E	In-Progre	Kevin Do	
3	DTC Tall	TT/TG		0	8550074888-8590544877	TT700-G-1-ST-F-O-NC	1930850007	Daikin Applied	DTC FIC	11/3/2020	11/2/2020	11/3/2020	11/4/2019	Yes	No	Field Retu	0 USA			0 Compress	In-Progre	Kevin Do	
4	DTC Tall	TT/TG		0	8550074832	TT300-G-1-ST-E-O-NC	151815040	Smardt Montrea	DTC FIC	11/2/2020	#####	11/2/2020	6/30/2015	No	No	Field Retu	0 CANADA			0 Eval & Req	In-Progre	Kevin Do	

⋮

X	Y	Z	AA	AB	AC	AD	AE	AF	AG	AH	AI	AJ	AK	AL	AM	AN	AO	AP	AQ	AR	AS	AT	AU	AV	AW	AX	AY
Summi	Appro	picture	Boards	Compr	Compr	DTC Pa	Comm	Compr	Specify	Numb	SoftSta	SoftSta	SoftSta	DCDC	DCDC	DCDC	BackPl	BackPl	BackPl	SerialID	SerialID	SerialID	BMCC	BMCC	BMCC	PWM	PWM
dson																											
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Kyle Youmans

# Obsolescence File

Component	Part Number(s)	Revisions Affected	Specification	Affected Range	Reason
IGBT Inverter (SKiiP 513)	390032	All	Inverter should run full life expectancy at all acceptable operating conditions.	All TT350, TT400, & TT500 Compressors built before May 2012	The SKiiP 513 is not as robust as the SKiiP 613 and has shown a higher early failure rate.
Softstart	220135, 220136, 220137, 220138, 224000, 224001, 224002, 224003, 224004-1, 224004-2, 224004-3, 224004-4	All	All revisions should be replaced with 200193.	All models	200193 functions with every voltage, thus eliminating the need to maintain multiple softstarts while improving reliability.
DC/DC	340029, 342029, 370029, 380029	All	All revisions should be replaced with 300287.	All models	The earlier DC/DC revisions do not selfprotect in the event of an output short and, in the case of the TT350, do not have sufficient power to support the axial bearing in the event of a high pressure ratio shutdown. These two problems have been addressed in the redesigned 300287.
Backplane	200125	Pre Rev K	All revisions prior to Rev K should be replaced.	All models	Revisions prior to rev K should be replaced due the lower reliability of certain capacitors which were marginally rated.
Serial Driver	300047	Pre Rev G	All revisions prior to Rev G should be replaced.	All models	All revisions prior to Rev G utilized mechanical relays for the cooling solenoid control circuit which could wear out prematurely leading to overcooling. These have been replaced with solid state relays.
BMCC	300046	Pre Rev L	All revisions prior to Rev L should be replaced.	All models	Revisions prior to Rev L contained less accurate P/T sensor circuits leading to excessive variation in sensor reading.

Kyle Youmans

ENG-00299: Engineering Obsolescence Plan

Controlled Document  
Classified as Business

Updated: 22 July 2020, Revision A.3

# Determining Obsolescence



Component	Part Number(s)	Revisions Affected	Specification	Affected Range	Reason
IGBT Inverter (SKiiP 513)	390032	All	Inverter should run full life expectancy at all acceptable operating conditions.	All TT350, TT400, & TT500 Compressors built before May 2012	The SKiiP 513 is not as robust as the SKiiP 613 and has shown a higher early failure rate.

Manufacture Date

1/29/2014

11/4/2019

6/30/2015

12/13/2011

10/30/2020

7/10/2015

10/29/2010

4/22/2019

10/28/2020

- Parts are considered obsolete after considerable time has passed
- Determined by either date or revision number
- Script compares today's date with the manufactured date
- Script determines obsolescence by ensuring that the model in question is one of the models listed in the affected range

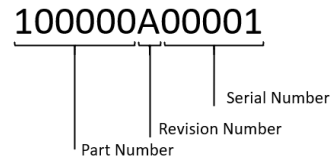
Kyle Youmans



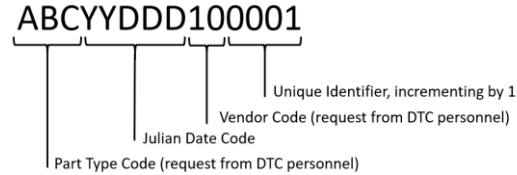
# Decoding Serial Numbers



- Danfoss has two versions of serial number: an old and a new



Old Serial Number



New Serial Number

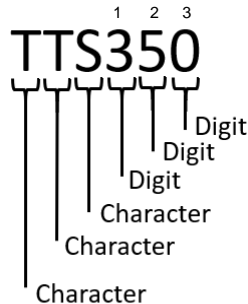
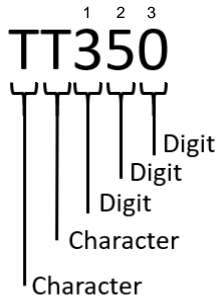
- The old serial numbers can be used to capture the revision number
- The new serial numbers capture the date
- Now we separate logic for each serial number: old and new.
- This information can be extracted and decoded in MATLAB to determine obsolescence for a given part number.
- This can then be used to generate a bill of materials

Kyle Youmans



# Decoding Compressor Model Information

- The compressor model number comes in from the input file as a string of letters and numbers
- The highlighted text is the information that needs to be extracted from the file.
- This will be done by extracting characters from the string until the character in question is equal to a digit.
- Then the script will extract three characters after that.



Type of Compressor

Voltage

Rev

New Version

Model No
TT350-G6-1-HL-E-0-NC
TT700-G-1-ST-F-O-NC
TT300-G-1-ST-E-O-NC
TT300-G7-1-ST-E-0-NC
TT350-E-1-ST-F-O-CH
TT300-H6-1-ST-E-O-CE
TT350-E-1-ST-F-O-CH
TT350-H-1-ST-F-O-CE
TT350-E-1-ST-F-O-CH
TTS350HES1S020X0XXS352

Kyle Youmans



# MATLAB Designer App GUI Template



System Inputs



The MATLAB App GUI is titled "MATLAB App" and contains the following elements:

- Compressor Inputs:** A section with a "Compressor Type" dropdown menu (options: TT/TG, Mini TT, K-300), a "Serial Number" text box (value: 0), and a "Claim Number" text box (value: 0).
- Metrics:** A plot titled "Title" with a y-axis from 0 to 1 and an x-axis from 0 to 1.
- Table:** A table with columns "Status", "Main Findings", and "RootCause Concl". It contains four rows of data.
- Button:** A button labeled "Button" at the bottom left.

Metrics

Decision Making Output



Consolidates compressor part data in one location

Kyle Youmans

# Looking Forward

Kyle Youmans

# Future Challenges



Continual Script Maintenance



Team will create a tutorial/user manual for the app.

Older vs Newer Serial Number Format



Team will find an alternative method for gathering serial information.

Danfoss Moves Away from SAP



Team will create a new data management strategy.

Kyle Youmans

# Future Work

- Determine what data from our input file is relevant
- Begin making a prototype given the current relevant data
- Construct an updatable obsolescence input file
- Meet with Ashley Daniels, a planner at Danfoss who will show us her role as a material handler

Kyle Youmans

- [1] Seymore, Stephen. (2020). Aftermarket Services Danfoss Turbocor® Compressors. [PowerPoint slides]. Retrieved from <https://3.basecamp.com/3939307/buckets/18515621/uploads/3119943154>
- [2] McConomy, Shayne. (2020). Aftermarket Workflow Project 2020. [Word document]. Retrieved from <https://3.basecamp.com/3939307/buckets/18515621/uploads/3078752695>
- [3] Bishop et al. (2020). SD T504 201106 Concept Generation and Selection. [Word document]. Retrieved from <https://famu-fsu-eng.instructure.com/courses/4476/assignments/18861/submissions/10284000000061346>
- [4] Seymore, Stephen. (2020). Special Compressor Process. Danfoss Turbocor®. [PDF file]. Retrieved from <https://3.basecamp.com/3939307/buckets/18515621/uploads/3119943196>

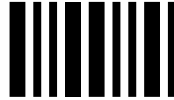
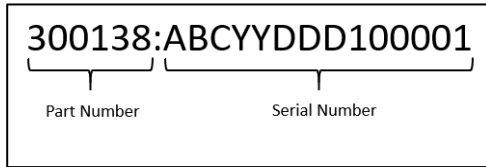
Questions?

*Danfoss*

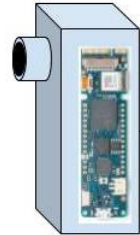


# Backup Slides

# Scanner System

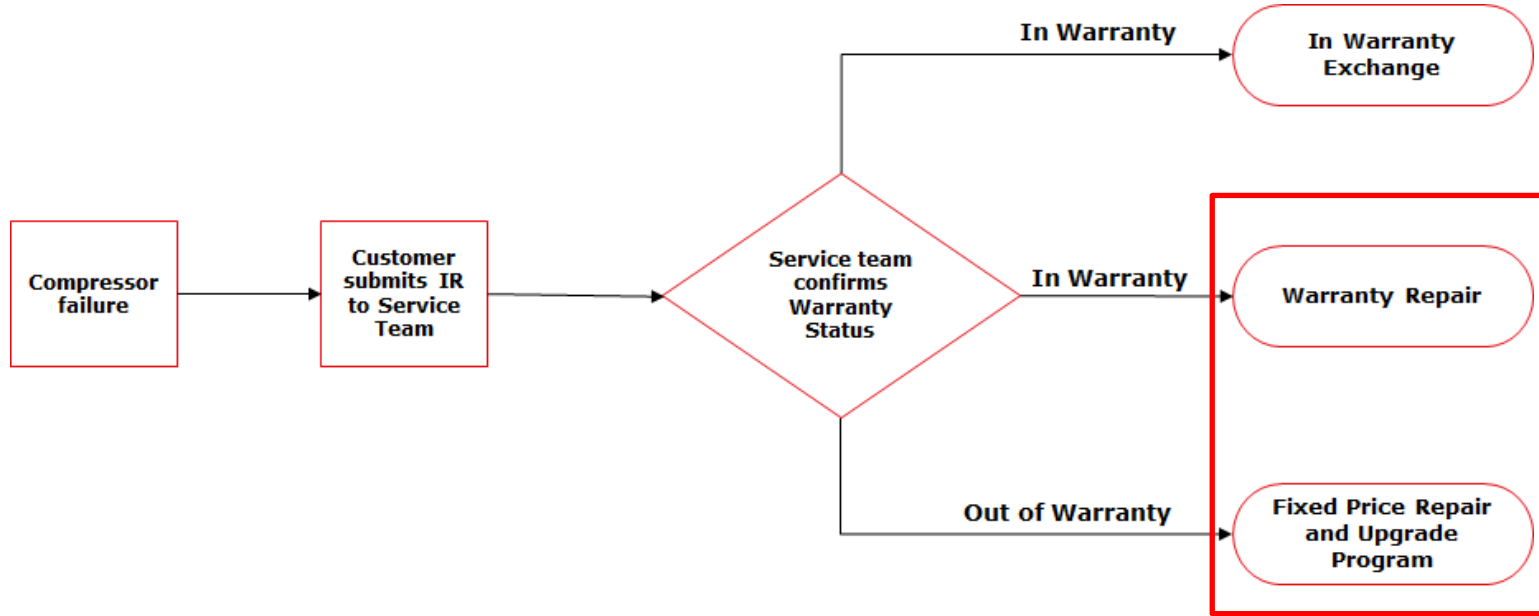


- Danfoss has a current scanning system
- Danfoss also has a quality control department





# Future Aftermarket Repair Programs



David Bishop

# Morphological Chart



Morphological Chart			
<b>Coding Language</b>	Python	MATLAB	C
<b>Quality Control Method</b>	Pareto Analysis	Stratification	Statistical Sampling
<b>Inventory Control Method</b>	Six Sigma	Drop shipping	Lean Manufacturing

# Binary Pairwise



**Binary Pairwise Graph**

	1	2	3	4	5	Total
1. Organization	-	1	1	1	1	4
2. Automate	0	-	1	1	1	3
3. Quality Control	0	0	-	1	1	2
4. User Experience	0	0	0	-	0	0
5. Adaptability	0	0	0	1	-	1
Total	0	1	2	4	3	10

# House of Quality



House of Quality									
		Engineering Characteristics							
Improvement Direction		↑	↑	↑	↑	↑	↑	↑	↓
	Units	sec	byte	%	n/a	n/a	n/a	n/a	%
Customer Requirements	Importance Weight Factor	Speed	Storage Capacity	Accuracy	Usability	Aesthetic	Maintainability	Simplicity	Reliability
Organizes	5	1	3	9	1	1	3	1	9
Automate	4	1	0	1	9	0	9	1	3
Controls Quality	3	0	1	9	1	0	3	3	9
Interacts with User	2	0	1	1	9	9	0	3	1
Adaptable	1	0	3	1	9	1	9	3	3
Raw Score (391)		9	23	79	71	24	69	27	89
Relative Weight %		2.30%	5.88%	20.20%	18.16%	6.14%	17.65%	6.91%	22.76%
Rank Order		8	7	2	3	5	4	6	1

# First Pugh Chart

Selection Criteria		Concepts							
		1	2	3	4	5	6	7	8
Speed	Datum (Current Method)	+	+	+	+	+	+	+	+
Storage Capacity		+	-	-	S	S	-	+	+
Accuracy		+	+	+	+	+	+	+	+
Usability		+	+	+	+	+	+	+	+
Aesthetic		+	+	+	S	+	+	+	+
Maintainability		+	+	+	+	+	+	+	+
Simplicity		+	-	-	+	+	+	+	+
Reliability		+	+	+	+	+	+	+	+
Pluses		8	6	6	6	7	7	8	8
Minuses		0	2	2	0	0	1	0	0

# Second Pugh Chart

Selection Criteria		Concepts				
		1	4	6	7	8
Speed	Datum (Concept 5)	+	S	+	+	+
Storage Capacity		+	-	-	+	S
Accuracy		+	-	+	+	+
Usability		+	-	+	+	+
Aesthetic		+	-	+	+	+
Maintainability		+	-	+	+	+
Simplicity		+	-	+	+	+
Reliability		+	-	+	+	+
Pluses		8	0	7	8	7
Minuses		0	7	1	0	0

*Danfoss*

# Third Pugh Chart



Selection Criteria		Concepts			
		1	6	8	
Speed	Datum (Concept 7)	S	+	-	
Storage Capacity		S	-	S	
Accuracy		+	+	S	
Usability		-	+	S	
Aesthetic		S	S	S	
Maintainability		-	+	+	
Simplicity		+	-	+	
Reliability		+	+	S	
Pluses		3	5	2	
Minuses		1	2	1	

# Target Catalog



Metric	Target
Storage Capacity	$0 < x < 10$ Megabytes
Ease of Use	Number of clicks by user   1
Aesthetic Appeal	1-5 (customer satisfaction survey) 5
Information Obtained to Total Information Needed	100%
Processing Speed	2 GHz to 4.0 GHz
File Conversion Accuracy	Files converted to files requested 100%
Data Format Accuracy	File matches column and row assigned Binary (1-0)
Part Conversion Efficiency	Ratio of parts exchanged correctly to total parts exchanged 100%
Reliability	Below 7% average failure rate
Code Complexity	1-5 (customer satisfaction survey) 5
File Location Accuracy	Files placed in the correct location Binary (1-0)
Organization	1-5 (customer satisfaction survey) 5



# Customer Survey



Customer Satisfaction Survey					
Question 1 = unacceptable 2 = poor 3 = satisfactory 4 = good 5 = excellent	Order of Satisfaction				
	1	2	3	4	5
How aesthetically appealing is the display of the product?					
Is the code readable, organized, and reproducible?					
How does the product compare to the previously used method?					

Criteria Comparison Matrix [C]								
	Speed	Storage Capacity	Accuracy	Usability	Aesthetic	Maintainability	Compactness	Reliability
Speed	1	3	5	3	0.33	5	3	5
Storage Capacity	0.33	1	5	0.33	0.20	3	1	3
Accuracy	0.20	0.20	1	0.33	0.20	0.33	0.33	1
Usability	0.33	3	3	1	0.33	3	1	3
Aesthetic	3	5	5	3	1	5	5	5
Maintainability	0.20	0.33	3	0.33	0.20	1	0.33	1
Compactness	0.33	1	3	1	0.20	3	1	3
Reliability	0.20	0.33	1	0.33	0.20	1	0.33	1
Sum	5.60	13.87	26	9.33	2.67	21.33	12	22

Normalized Criteria Comparison Matrix									
	Speed	Storage Capacity	Accuracy	Usability	Aesthetic	Maintainability	Compactness	Reliability	Criteria Weight (W)
Speed	0.179	0.216	0.192	0.321	0.125	0.234	0.250	0.227	0.218
Storage Capacity	0.060	0.072	0.192	0.036	0.075	0.141	0.083	0.136	0.099
Accuracy	0.036	0.014	0.038	0.036	0.075	0.016	0.028	0.045	0.036
Usability	0.060	0.216	0.115	0.107	0.125	0.141	0.083	0.136	0.123
Aesthetic	0.536	0.361	0.192	0.321	0.375	0.234	0.417	0.227	0.333
Maintainability	0.036	0.024	0.115	0.036	0.075	0.047	0.028	0.045	0.051
Compactness	0.060	0.072	0.115	0.107	0.075	0.141	0.083	0.136	0.099
Reliability	0.036	0.024	0.038	0.036	0.075	0.047	0.028	0.045	0.041
Sum	1	1	1	1	1	1	1	1	1

Consistency Check		
$\{Ws\}=[C]\{W\}$ Weighted Sum Factor	$\{W\}$ Criteria Weights	Cons= $\{Ws\}./\{W\}$ Consistency Vector
1.932	0.218	8.854
0.834	0.099	8.393
0.298	0.036	8.274
1.087	0.123	8.841
2.986	0.333	8.969
0.417	0.051	8.221
0.844	0.099	8.553
0.345	0.041	8.391

$\lambda=8.562$

$CI= (\lambda-n)/(n-1) = (8.562-8)/(8-1)=.0803$

$CR= CI/RI=.0803/1.4=.0574$

$CR < 0.1$

Speed Comparison Norm				
	Script and Database	A.I.	Digital Library	Design Alternative Priorities
Script and Database	0.091	0.130	0.048	0.090
A.I.	0.455	0.652	0.714	0.607
Digital Library	0.455	0.217	0.238	0.303
Sum	1	1	1	1

Consistency Check		
{Ws}=[C]{W} Weighted Sum Factor	{W} Criteria Weights	Cons={WS}./{ W} Consistency Vector
0.272	0.090	3.031
1.965	0.607	3.238
0.954	0.303	3.145

$$\lambda=3.138$$

$$CI= (\lambda-n)/(n-1) = (8.562-3)/(3-1)=.069$$

$$CR= CI/RI=.0803/0.52=0.132$$

Storage Capacity Comparison Norm				
	Script and Database	A.I.	Digital Library	Design Alternative Priorities
Script and Database	0.143	0.143	0.143	0.143
A.I.	0.714	0.714	0.714	0.714
Digital Library	0.143	0.143	0.143	0.143
Sum	1.000	1.000	1.000	1.000

Consistency Check		
{Ws}=[C]{W} Weighted Sum Factor	{W} Criteria Weights	Cons={WS}/ {W} Consistency Vector
0.429	0.143	3
2.143	0.714	3
0.429	0.143	3

$\lambda=3$

$CI = (\lambda - n) / (n - 1) = (3 - 3) / (3 - 1) = 0$

$CR = CI / RI = 0 / 0.52 = 0$

Usability Comparison Norm				
	Script and Database	A.I.	Digital Library	Design Alternative Priorities
Script and Database	0.231	0.217	0.333	0.260
A.I.	0.692	0.652	0.556	0.633
Digital Library	0.077	0.130	0.111	0.106
Sum	1	1	1	1

Consistency Check		
{Ws}=[C]{W} Weighted Sum Factor	{W} Criteria Weights	Cons={WS}/ {W} Consistency Vector
0.790	0.260	3.033
1.946	0.633	3.072
0.320	0.106	3.011

$$\lambda=3.137$$

$$CI= (\lambda-n)/(n-1) = (3.137-3)/(3-1)=0.069$$

$$CR= CI/RI=0.069/0.52=0.132$$

Accuracy Comparison Norm				
	Script and Database	A.I	Digital Library	Design Alternative Priorities
Script and Database	0.143	0.2	0.077	0.140
A.I.	0.429	0.6	0.692	0.574
Digital Library	0.429	0.2	0.231	0.286
Sum	1	1	1	1

Consistency Check		
{Ws}=[C]{W} Weighted Sum Factor	{W} Criteria Weights	Cons={WS}./ {W} Consistency Vector
0.427	0.140	3.049
1.853	0.574	3.230
0.897	0.286	3.133

$$\lambda=3.039$$

$$CI= (\lambda-n)/(n-1) = (3.039-3)/(3-1)=0.019$$

$$CR= CI/RI=0.019/0.52=0.037$$



Aesthetic Comparison Norm				
	Script and Database	A.I	Digital Library	Design Alternative Priorities
Script and Database	0.2	0.2	0.2	0.2
A.I.	0.6	0.6	0.6	0.6
Digital Library	0.2	0.2	0.2	0.2
Sum	1	1	1	1

Consistency Check		
{Ws}=[C]{W} Weighted Sum Factor	{W} Criteria Weights	Cons={WS}/ {W} Consistency Vector
0.6	0.2	3
1.8	0.6	3
0.6	0.2	3

$$\lambda=3$$

$$CI= (\lambda-n)/(n-1) = (3-3)/(3-1)=0$$

$$CR= CI/RI=0/0.52=0$$

Maintainability Comparison Norm				
	Script and Database	A.I	Digital Library	Design Alternative Priorities
Script and Database	0.2	0.2	0.2	0.2
A.I.	0.6	0.6	0.6	0.6
Digital Library	0.2	0.2	0.2	0.2
Sum	1	1	1	1

Consistency Check		
{Ws}=[C]{W} Weighted Sum Factor	{W} Criteria Weights	Cons={WS}/ {W} Consistency Vector
0.6	0.2	3
1.8	0.6	3
0.6	0.2	3

$$\lambda=3$$

$$CI = (\lambda - n) / (n - 1) = (3 - 3) / (3 - 1) = 0$$

$$CR = CI / RI = 0 / 0.52 = 0$$

Compactness Comparison Norm				
	Script and Database	A.I.	Digital Library	Design Alternative Priorities
Script and Database	0.231	0.429	0.2	0.286
A.I.	0.077	0.143	0.2	0.140
Digital Library	0.692	0.429	0.6	0.574
Sum	1	1	1	1

Consistency Check		
{Ws}=[C]{W} Weighted Sum Factor	{W} Criteria Weights	Cons={WS}./ {W} Consistency Vector
0.897	0.286	3.133
0.427	0.140	3.049
1.853	0.574	3.230

$$\lambda = 3.137$$

$$CI = (\lambda - n) / (n - 1) = (3.137 - 3) / (3 - 1) = 0.069$$

$$CR = CI / RI = 0.069 / 0.52 = 0.132$$

Reliability Comparison Norm				
	Script and Database	A.I	Digital Library	Design Alternative Priorities
Script and Database	0.2	0.2	0.2	0.2
A.I.	0.6	0.6	0.6	0.6
Digital Library	0.2	0.2	0.2	0.2
Sum	1	1	1	1

Consistency Check		
{Ws}=[C]{W} Weighted Sum Factor	{W} Criteria Weights	Cons={WS}./{W} Consistency Vector
0.6	0.2	3
1.8	0.6	3
0.6	0.2	3

$$\lambda=3$$

$$CI = (\lambda - n) / (n - 1) = (3 - 3) / (3 - 1) = 0$$

$$CR = CI / RI = 0 / 0.52 = 0$$

Final Rating Matrix

Selection Criteria	Speed	Storage Capacity	Accuracy	Usability	Aesthetic	Maintainability	Compactness	Reliability
Script and Database	0.090	0.143	0.140	0.260	0.2	0.2	0.286	0.2
A.I.	0.607	0.714	0.574	0.633	0.6	0.6	0.140	0.6
Digital Library	0.303	0.143	0.286	0.106	0.2	0.2	0.574	0.2

{W} Criteria Weights
0.218
0.099
0.036
0.123
0.333
0.051
0.099
0.041

Concept	Alternative Value
Script and Database	0.184
A.I.	0.571
Digital Library	0.245